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19 November 1987

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DDCI:

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RE: Speaking Invitation
 American Electronics Association
 Sheraton Park Central Hotel
 Dallas, Texas
 16 February 1988

Chairman of the American Electronics Association (AEA) Texas Council, James F. Gero, has invited you to speak at the Texas Council luncheon on Tuesday, 16 February, in Dallas. The proposed format is 20 minutes of remarks followed by 20 minutes of questions and answers. The topic would be of your choice. You could expect an audience of approximately 100 - 150 Presidents and CEOs of electronic companies that are primarily in the production of defense electronics. Media coverage would be at your request. A few foreign nationals may be in the audience. Previous speakers have been Vice President George Bush, Ross Perot, Governor Clements, and Under Secretary of the Army James Ambrose. (See opposite for news articles.)

The AEA represents electronics and information technology companies throughout the United States and is the nation's largest electronics trade association. The organization has been a leader in the movement to foster US industrial competitiveness. The Texas Council is one of the 16 national councils and is made up of 120 electronics manufacturers and software companies primarily from the Dallas/Ft. Worth area. This chapter has raised \$2 million to benefit and strengthen engineering education programs at the state's universities.

Since you plan to be in Dallas to address the YPOs at that time, if you wish, you could include this group in your schedule. We make use of the technology created by these companies and I believe that it would be a good idea for the Agency to get its message to them. If you agree, I have attached a letter of acceptance for your signature.

[REDACTED]

Bill Baker

STAT

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Central Intelligence Agency



Washington, D. C. 20505

1 DEC 1987

Mr. James F. Gero
Chief Executive Officer
President
VARO, INC.,
2203 W. Walnut Street
P.O. Box 461426
Garland, Texas 75046-1426

Dear Mr. Gero:

Thank you for your invitation to speak to the American Electronics Association Texas Council luncheon on Tuesday, 16 February, in Dallas. Since I plan to be in your area on that date, it will fit in well with my schedule. I look forward to meeting with your organization at that time. A member of my Public Affairs staff will be in touch with you concerning the arrangements.

Best regards.

Sincerely,

/s/ Robert M. Gates

Robert M. Gates
Deputy Director of Central Intelligence



Executive Registry

87-3470X

EXECUTIVE OFFICE, VARO, INC., 2203 W. WALNUT ST., P.O. BOX 461426, GARLAND, TEXAS 75046-1426 (214) 487-4100

JAMES F. GERO
CHIEF EXECUTIVE OFFICER
PRESIDENT

October 16, 1987

The Honorable Robert M. Gates
Deputy Director
Central Intelligence Agency
Washington, DC 20505

Dear Director Gates:

I understand you will be in Dallas speaking to the Young President's Organization, to which I belong. As chairman of the American Electronics Association Texas Council, I would like to extend to you an invitation to speak to our membership also. Would your schedule permit you to speak at a luncheon on that day? The topic of your address would be of your choosing; however, most of our membership are associated with defense contracting in one form or another.

The American Electronics Association is the largest industry association in the United States with a council located in most states. The Texas Council is the local association and is comprised of 120 companies in Texas, mostly from the Dallas/Ft. Worth area. We have had speakers such as Vice President George Bush, Ross Perot, Governor Clements, etc. and I'm sure our membership would be interested in hearing what you have to say.

Our luncheon meetings are held at the Sheraton Park Central Hotel beginning at 12:00 noon. Attendance at the meetings range from 150-200.

I look forward to hearing from you and please feel free to contact me if you have any questions or would like additional information.

Sincerely,

James F. Gero
Chairman
AEA Texas Council

/lw



LEVEL 1 - 1 OF 5 STORIES

Copyright © 1987 Business Wire Inc.;
Business Wire

February 18, 1987, Wednesday

DISTRIBUTION: Business Editors

LENGTH: 828 words

HEADLINE: VARO; (VRO) Varo Inc. reports financial results

DATELINE: DALLAS

BODY:

Varo Inc. (NYSE:VRO) Wednesday reported 1987 third-quarter earnings per share of 10 cents, compared to 20 cents per share from continuing operations for the 1986 third quarter.

James F. Gero, chief executive officer and president, said the company expects to report "in excess of 50 cents per share" for the fourth quarter ended April 30, 1987, and meet its goal of more than doubling its 1986 earnings per share of 38 cents.

Revenues for the year ended April 30, 1987 should increase by approximately 25 percent over fiscal 1986's \$75.4 million.

For the nine months ended January 31, 1987, Varo earned 27 cents per share, compared to 25 cents per share from continuing operations for the comparable period of fiscal 1986. Revenues for the nine months were \$56.3 million, compared to \$53.1 million for the first nine months of fiscal 1986.

"We will experience a significant increase in revenues in the fourth quarter of fiscal 1987, resulting from missile launcher shipments and night vision equipment shipments under the U.S. Army's omnibus procurement contract," Gero said. "Historically, the nature of Varo's contracting business causes these significant quarter-to-quarter fluctuations, resulting in erratic quarterly performance.

"However, the company's increasing volume of production and delivery on more than \$300 million in U.S. Army omnibus orders for night vision equipment should help smooth out these peaks and valleys in coming years. But as long as we are involved in missile launcher contracting and similar businesses, we will always be subject to these fluctuations," Gero said.

During the third quarter, Varo delivered \$7.9 million in Army night vision equipment, and also completed delivery on \$2 million in night vision contracts for foreign countries. The company delivered an additional \$2 million in automatic test equipment for missile launcher systems.

Varo's funded backlog at Jan. 31, 1987 was \$166.1 million, of which approximately 50 percent will be shipped over the succeeding 12 months. This compares to a Jan. 31, 1986 backlog of \$94 million from continuing operation. Since the close of the third quarter, Varo announced an order for \$5.6 million in LAU-7 Sidewinder missile launchers for the U.S. Navy.

© 1987 Business Wire, February 18, 1987

Headquartered in a Dallas suburb, Garland, Varo is a manufacturer of night vision systems with military and commercial applications, guided missile launcher systems, high-reliability power supplies, metal optics and electro-optical systems and subsystems.

*T

For the three months ended January 31,
(dollars in thousands except per share, unaudited)

	1987		1986	
	Amount	Per share	Amount	Per share
Revenues	\$19,820		\$19,325	
Earnings from continuing operations	408	\$.10	903	\$.20
Loss from discontinued operation	--	--	(2,625)	(.59)
Net earnings (loss)	\$ 408	\$.10	\$ (1,722)	\$ (.39)
Weighted avg. number of shares outstanding	4,276,000		4,440,000	

For the nine months ended January 31,
(dollars in thousands except per share, unaudited)

	1987		1986	
	Amount	Per share	Amount	Per share
Revenues	\$ 56,337		\$53,120	
Earnings from continuing operations	1,161	\$.27	1,142	\$.25
Loss from discontinued operation	--	--	(3,160)	(.70)
Net earnings (loss)	\$ 1,161	\$.27	\$ (2,018)	\$ (.45)
Weighted avg. number of shares outstanding	4,345,000		4,480,000	

*T

Contact: Varo Inc., Dallas
Jim Gero, 214/487-4101
By
The Engleman Co. Inc., Dallas
Bob Schwaller or Mike Engleman, 214/691-4161
800/527-5201 (outside Texas)

LEVEL 1 - 2 OF 5 STORIES

PR Newswire

PR Newswire, February 18, 1987

February 18, 1987, Wednesday

DISTRIBUTION: TO BUSINESS DESK

LENGTH: 788 words

HEADLINE: VARO ANNOUNCES RESULTS

DATELINE: DALLAS, Feb. 18

KEYWORD: VARO EARNINGS

BODY:

DALLAS, Feb. 18 /PRN/ -- Varo Inc. (NYSE: VRO) today reported 1987 third-quarter earnings per share of 10 cents, compared with 20 cents a share from continuing operations for the 1986 third quarter.

James F. Gero, chief executive officer and president, said the company expects to report "in excess of 50 cents per share" for the fourth quarter ended April 30, and meet its goal of more than doubling its 1986 earnings per share of 38 cents.

Revenues for the year ended April 30 should increase by approximately 25 percent over fiscal 1986's \$75.4 million, Varo said.

For the nine months ended Jan. 31, Varo earned 27 cents a share, compared with 25 cents a share from continuing operations for the comparable period of fiscal 1986. Revenues for the nine months were \$56.3 million, compared with \$53.1 million for the first nine months of fiscal 1986.

"We will experience a significant increase in revenues in the fourth quarter of fiscal 1987, resulting from missile-launcher shipments and night-vision-equipment shipments under the U.S. Army's omnibus procurement contract," Gero said. "Historically, the nature of Varo's contracting business causes these significant quarter-to-quarter fluctuations, resulting in erratic quarterly performance.

"However, the company's increasing volume of production and delivery on more than \$300 million in U.S. Army omnibus orders for night-vision equipment should help smooth out these peaks and valleys in coming years. But as long as we are involved in missile-launcher contracting and similar businesses, we will always be subject to these fluctuations," Gero said.

During the third quarter, Varo delivered \$7.9 million in Army night-vision equipment, and also completed delivery on \$2 million in night-vision contracts for foreign countries. The company delivered an additional \$2 million in automatic test equipment for missile-launcher systems.

Varo's funded backlog at Jan. 31 was \$166.1 million, of which approximately 50 percent will be shipped over the succeeding 12 months. This compares with a Jan. 31, 1986, backlog of \$94 million from continuing operation. Since the close of the third quarter, Varo announced an order for \$5.6 million in LAU-7 Sidewinder missile launchers for the U.S. Navy.

Based in a Dallas suburb, Garland, Varo is a manufacturer of night-vision systems with military and commercial applications, guided-missile-launcher systems, high-reliability power supplies,

PAGE 1

LEVEL 1 - 1 OF 3 STORIES

PR Newswire

January 16, 1987, Friday

DISTRIBUTION: TO BUSINESS AND ASSIGNMENTS DESKS AND CALENDAR EDITOR

LENGTH: 241 words

HEADLINE: NEWS ADVISORY

KEYWORD: ELECTRONICS ASSOCIATION MEETING IN DALLAS

BODY:

Under Secretary of the Army James R. Ambrose will be in Dallas on Tuesday, Jan. 20, to discuss current issues in military procurement at a Texas Council dinner meeting of the American Electronics Association (AEA).

In a speech entitled "Today's Procurement Policies and Tomorrow's Procurement Plans," Ambrose will examine trends in cost controls, quality control and contract enforcement and its impact on local companies. His speech will begin at 6:30 p.m. at the Sheraton Park Central Hotel located at Central Expressway and the LBJ Freeway. Cocktails and dinner will follow.

Ambrose was appointed Under Secretary of the Army by President Reagan in 1981 and has been responsible for significant changes in the Army's procurement policies and procedures. His efforts have brought about increased discipline in cost controls, contract enforcement and testing rigor.

The American Electronics Association is the nation's largest electronics trade association and has been a leader in the movement to foster U.S. industrial competitiveness. The Texas Council is one of 16 councils nationally. It serves more than 140 electronics manufacturers and software companies throughout the state.

The public is invited. Admission is \$35 for members and \$40 for nonmembers. For reservations, call the AEA at 214-437-9222.

CONTACT -- Mike Engleman or Bob Schwaller of Engleman Company, 214-691-4161, for the AEA.

LEVEL 1 - 2 OF 3 STORIES

PR Newswire

September 16, 1986, Tuesday

DISTRIBUTION: TO BUSINESS DESK AND EDUCATION EDITOR

LENGTH: 523 words

DATELINE: RICHARDSON, Texas, Sept. 16

KEYWORD: TEXAS AEA RAISES \$2 MILLION FOR ENGINEERING FELLOWS

BODY:

RICHARDSON, Texas, Sept. 16 /PRN/ -- The Texas Council of

PR Newswire, September 16, 1986

the American Electronics Association (AEA) today announced that its member companies have achieved a fund-raising goal of \$2 million to benefit and strengthen engineering education programs at the state's universities.

'We are pleased to reach this major goal and look forward to expanding our fund-raising efforts for education in the future,' said AEA Texas Council Chairman W. Dal Berry, who also is president and chief executive officer of VMX Inc. in Dallas. 'We are especially proud that AEA's Texas Council has more companies participating in this important program than from any of the other 15 AEA councils in the nation's high-tech centers.'

More than 60 Texas companies have contributed to AEA's Electronics Education Foundation, which seeks to ease the shortage of engineering faculty at the nation's universities. Texas schools benefitting under the program are Southern Methodist University, Rice University, UT-Austin, UT-Dallas, UT-Arlington, Texas A&M, East Texas State University, North Texas State and Texas Technical University.

The AEA Foundation supports higher education programs in electrical engineering, computer engineering and computer science. Most of the money goes toward fellowship-loans for U.S. citizens who plan to earn a doctorate and teach engineering. A four-year AEA fellowship is worth \$52,000 at a public university, or \$13,000 annually, and \$76,000 at a private university, or \$19,000 annually.

AEA's Texas Council is funding 17 fellowships. Students currently receiving fellowships under the program, along with the university and company sponsor, are: Alexander Domijan Jr., UT-Arlington, Intecom; John M. Stone, UT-Austin, Digital Switch Corp.; Lynda Donnell Payne, UT-Arlington, TDC Defense Systems Group; Richard F. Schindel, UT-Arlington, Summit Electronics; Laurence L. Leff, SMU, Digital Switch Corp.; and Elizabeth Weidman, UT-Dallas, Texas Instruments. Daniel Cooke was sponsored by Electrospace Systems and has completed his doctorate at UT-Arlington. He currently is an assistant professor at Texas Christian University.

The remaining AEA fellowships are sponsored by VMX Inc., AirBorn Inc., Texas Instruments, Rockwell International, Varo Inc., Banctec, Recognition Equipment Inc. and Communications Industries. These fellowships will be awarded to qualified Ph.D. candidates in electrical engineering, computer engineering and computer science by universities designated by company donors.

NOTE: The fellowship students will be honored at an AEA Texas Council dinner meeting tonight at 7 p.m. at the Dallas Sheraton Park-Central. Guest speaker Hans Mark, chancellor of the UT system, will discuss 'The Challenge and Chernobyl: Questions for Technologists.' Engineering deans and representatives from Texas electronics companies participating in the AEA foundation will attend. Reporters interested in attending should call Joy Mole.

CONTACT -- Jeff Parietti in San Francisco, 415-857-9300, or Joy Mole, 214-437-9222, both of the AEA

LEVEL 1 - 3 OF 3 STORIES

Copyright © 1985 Business Wire Inc.;
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© 1985 Business Wire, May 8, 1985

May 8, 1985, Wednesday

DISTRIBUTION: Business Editors

LENGTH: 322 words

HEADLINE: AMER-ELECTRONIC-ASSN; Vice President Bush urges reduction in regulatory, tax and budget barriers for U.S. to remain competitive

DATELINE: AUSTIN, Texas

BODY:

In a speech to more than 300 American Electronics Association executives in Austin Wednesday, Vice President George Bush said the United States must reduce regulatory, tax and budget barriers to international trade to remain competitive and encourage innovation. The vice president urged a drive for a strong, free and fair international trading system, elimination of regulatory barriers, a simpler tax program that encourages capital formation, and reduction of the federal deficit through \$300 billion in spending cuts over the next three years. "We want to keep the country number one, in growth, jobs and entrepreneurial energy," Bush told the AEA meeting. "Innovation, whether it's new technologies or new companies, is the the reason the American economy has grown so powerfully in the last several years." Seven of every 10 new American jobs in recent years have been produced by start-up companies less than five years old, the vice president commented. "No other part of the world can match America in entrepreneurship or in the volume of the new technologies," Bush said. "It's this creative quality that we must keep growing to keep America competitive." The luncheon address was made to electronics executives of AEA's Texas Council meeting in Austin. Earlier in the day, the vice president met with William G. Moore Jr., AEA chairman and Recognition Equipment Inc. chairman and CEO; E. E. Ferrey, AEA president; C. Michael Bowen, president and CEO of Intecom Inc.; Rod Canon, president and CEO of Compaq Computer Corp.; and Dan Kingsley, president of the National Venture Capital Association. The American Electronics Association represents electronics and information technology companies throughout the United States. AEA maintains its national headquarters in Palo Alto, Calif.

CONTACT: American Electronics Association, Palo Alto
John Hatch, 415/857-9300

Section 1 — TRADE, BUSINESS, AND COMMERCIAL ORGANIZATIONS

1281

Page 131

9, Nashville, TN; 1990 Mar. 21-26, Dallas, TX.

***1272* NATIONAL RURAL ELECTRIC COOPERATIVE ASSOCIATION (Electrical) (NRECA)**

1800 Massachusetts Ave., N.W.
Washington, DC 20036
Phone: (202) 857-9500
Bob Bergland, Exec. V. Pres.
Founded: 1942. Members: 1000. Staff: 400. Budget: \$40,000,000. Rural electric cooperative systems, public power districts, and public utility districts in 46 states. Activities include: management institutes; professional conferences; training and consulting services; women's and youth programs; legislative representation; energy efficiency and conservation campaigns; insurance and safety programs; consultation on Agency for International Development Contracts; wage and salary surveys. Maintains library of 20,000 volumes. Committees: Communications; Conservation; Insurance and Employee Welfare; Lawyers; Legislative; Load Management; Management Advisory; Power and Generation; Public Relations; Research; Systems Community. Publications: (1) Rural Electric Newsletter, 40/year; (2) Rural Electrification Magazine, monthly; (3) Management Quarterly Magazine; (4) FactBook, quadrennial. Convention/Meeting: annual (with exhibits) - 1988 Feb. 7-10, New Orleans, LA; 1989 Feb. 12-15, Washington, DC; 1990 Feb. 4-7, Orlando, FL (tentative).

***1273* NORTH AMERICAN ELECTRIC RELIABILITY COUNCIL (Electrical) (NERC)**

101 College Rd., E.
Princeton, NJ 08540
Phone: (609) 452-8060
Michel R. Gent, Pres.
Founded: 1968. Members: 9. Regional reliability councils composed of electric utility systems concerned with the reliability of bulk electric power supply in North America. Organizations comprising the council include in their membership utility systems operating virtually all of the generating and transmitting facilities in 48 American states, the seven bordering provinces of Canada, and a portion of the Mexican power system which is interconnected with that of California. NERC periodically reviews regional and interregional reliability and acts as a means for exchange of information on planning and operating matters relating to reliability and adequacy of bulk power supply. Maintains numerous technical subcommittees. Holds quarterly board of trustees meeting. Committees: Engineering; Operating. Publications: (1) Season Appraisal of Bulk Power Supply, semiannual; (2) Annual Review of Overall Reliability and Adequacy of the North American Bulk Power Systems; (3) Summary of Projected Peak Load, Generating Capability, and Fossil Fuel Requirements for the Regional Reliability Council of NERC, annual. Formerly: (1981) National Electric Reliability Council. Convention/Meeting: quarterly board of trustees meeting.

***1274* PETROLEUM ELECTRIC POWER ASSOCIATION (Electrical) (PEPA)**

c/o Paul Raabe
P.O. Box 2121
Corpus Christi, TX 78403
Phone: (512) 881-5713
Paul Raabe, Pres.
Founded: 1929. Members: 16. Investor-owned electric utility companies servicing the petroleum industry. Seeks to render greater service, through mutual group effort, to the petroleum industry. Convention/Meeting: annual conference - in conjunction with Energy Telecommunications and Electrical Association.

***1275* SMALL MOTOR MANUFACTURERS ASSOCIATION (Electrical) (SMMA)**

17730 W. Peterson Rd.
P.O. Box 637
Libertyville, IL 60048
Phone: (312) 362-3201
Elizabeth B. Bevington, Exec. Dir.
Founded: 1975. Members: 95. Staff: 2. Budget: \$65,000. An international group representing original equipment manufacturers, users, suppliers, and others involved in the manufacture of fractional and subfractional horsepower motors. Functions as a forum for promoting mutual interests, product and electrical safety, environmental protection, energy conservation, and business ethics; gathers and disseminates statistical information pertaining to the industry. Purpose is: to discuss matters of interest to the industry; to develop understanding in regard to product definition, classification, and voluntary standards for products, and testing programs and procedures; to represent the association before and in liaison with various governmental agencies; to promote the continual improvement of the business image. Committees: Awards; Government and Regulatory Affairs; Statistics; Technical and Standards. Publications: (1) Newsletter, quarterly; (2) Membership/Product Directory, annual; also publishes standards on shaded pole, permanent magnet, stepper, and universal motors; general motor terminology; and technical reference information. Convention/Meeting: semiannual conference - always spring and fall.

***1276* TAPERED STEEL TRANSMISSION POLE INSTITUTE (Electrical) (TSTPI)**

111 E. Wacker Dr.
Chicago, IL 60601
Phone: (312) 644-6610
Jack M. Springer, Info. Dir.
Founded: 1979. Members: 3. Staff: 3. Manufacturers of tapered steel transmission poles for use in electrical transmission. To promote the use of

tapered tubular steel structures; to further the use of tapered steel poles in long distance transmission systems, thereby conserving land and improving the aesthetic impact of electrical transmission. Produces and issues film on the uses of steel poles. Affiliated With: National Electrical Manufacturers Association.

***1277* TENNESSEE VALLEY PUBLIC POWER ASSOCIATION (Electrical) (TVPPA)**

1201 Chestnut St.
Chattanooga, TN 37402
Phone: (615) 756-6511
Jerry Campbell, Exec. Dir.
Founded: 1946. Members: 160. Staff: 13. Budget: \$2,500,000. Regional Groups: 6. Municipal and rural cooperative electric systems that buy power wholesale from the Tennessee Valley Authority. Encourages greater development of the distribution and utilization of electricity in the Tennessee Valley area through the combined efforts and interchange of ideas of members. Represents members in dealings with TVA; maintains representative in Washington, DC, to testify before Congress and keep members informed of legislative activities. Conducts research and independent engineering development studies and projects. Provides multilevel professional and management education and training programs, technical training and management certification, information services, communication consulting, insurance program, collection assistance, emergency substation parts, and apparatus warehouse services. Computerized Services: Mailing list. Committees: Education and Training; Energy Utilization; Load Management; Rates and Contracts; Research and Development; Rural/Urban Joint Use. Departments: Distributors Emergency Parts Operations; Distributors Insurance Company; Education and Training; Information and Communications; Research and Development. Sections: Accounting; Engineering; Legal; Operations; Power Utilization; Safety. Publications: (1) News (magazine), 6/year; (2) ValleyLine (management newsletter), 6/year; (3) R and D Report (newsletter), quarterly; (4) Training News, quarterly; also publishes booklets, manuals, pamphlets, reports, textbooks, and surveys. Convention/Meeting: annual conference.

***1278* WORLD SIGN ASSOCIATES (Electrical) (WSA)**

200 Fillmore St., Suite 407
Denver, CO 80206
Phone: (303) 355-3559
Edward M. Morrissey, Exec. V. Pres.
Founded: 1947. Members: 170. Staff: 3. Regional Groups: 8. Custom electrical sign manufacturers. To promote and protect the electrical sign industry. Conducts seminars on sales techniques, manufacturing, and labor relations; sponsors educational programs on sign construction, maintenance, new products, and technology. Publications: Newsletter, monthly; also publishes brochure. Convention/Meeting: annual conference - 1987 Aug. 16-20, St. Charles, IL; 1988 Aug. 27-31 Monterey, CA.

ELECTRICAL
Also See Index***1279* AMERICAN COMPONENT DEALERS ASSOCIATION (Electronics) (ACDA)**

111 McPherson Church Rd.
Fayetteville, NC 28303
Phone: (919) 868-1111
John Manos, Pres.
Founded: 1973. Members: 500. Regional Groups: 15. Independent retail stereophonic component dealers. To improve communication among independent stereo component dealers; to identify problems; to relay useful trade information. Publications: Newsletter, periodic. Presently inactive.

***1280* AMERICAN ELECTRONICS ASSOCIATION (AEA)**

5201 Great America Pkwy., Suite 520
Santa Clara, CA 95054
Phone: (408) 998-1411
J. Richard Iverson, CEO & Pres.
Founded: 1943. Members: 3300. Staff: 115. Regional Groups: 14. Local Groups: 13. Manufacturers of electronics components and equipment; firms engaged in electronics research and development and information technology. Sponsors training and management education program; conducts numerous seminars; conducts surveys and compiles statistics. Promotes funding for education of electronic and computer science engineers. Holds national financial conferences for emerging growth companies and an international financial conference in Europe for large, public companies. Presents Medal of Achievement annually. Committees: Capital Formation; Domestic Public Affairs; Engineering and Technical Education; Environmental and Occupational Health; Human Resources; International Public Affairs; Lawyers. Publications: (1) Update, monthly; (2) Directory, annual; also publishes handbooks, manuals, and surveys such as California Legislative Bulletin, Government Affairs Bulletin, Benchmark Wage and Salary Survey, and Operating Ratios Survey. Formerly: WEMA; West Coast Electronic Manufacturers Association; Western Electronic Manufacturers Association. Convention/Meeting: annual.

***1281* AMERICAN LOUDSPEAKER MANUFACTURERS ASSOCIATION (Electronics) (ALMA)**

3413 N. Kennicott Ave., Suite B
Arlington Heights, IL 60004
Phone: (312) 577-7200
C. Andrew Larsen, CAE, Exec. Dir.
Founded: 1966. Members: 37. Proprietorships, firms, and corporations engaged in the manufacture of loudspeakers and electronic transducers, devices, and components; suppliers of materials and equipment allied to the industry. Assists in proceedings involving legislation and arbitration. Conducts technical

Section 1

EXECUTIVE SECRETARIAT
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Remarks

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Executive Secretary

21 Oct '87

Date

3637 (10-81)



Executive Registry

87-3470X

EXECUTIVE OFFICE, VARO, INC., 2203 W. WALNUT ST., P.O. BOX 461426, GARLAND, TEXAS 75046-1426 (214) 487-4100

JAMES F. GERO
CHIEF EXECUTIVE OFFICER
PRESIDENT

October 16, 1987

The Honorable Robert M. Gates
Deputy Director
Central Intelligence Agency
Washington, DC 20505

Dear Director Gates:

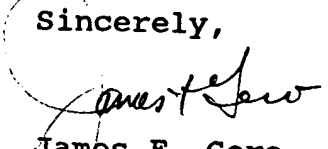
I understand you will be in Dallas speaking to the Young President's Organization, to which I belong. As chairman of the American Electronics Association Texas Council, I would like to extend to you an invitation to speak to our membership also. Would your schedule permit you to speak at a luncheon on that day? The topic of your address would be of your choosing; however, most of our membership are associated with defense contracting in one form or another.

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Our luncheon meetings are held at the Sheraton Park Central Hotel beginning at 12:00 noon. Attendance at the meetings range from 150-200.

I look forward to hearing from you and please feel free to contact me if you have any questions or would like additional information.

Sincerely,


James F. Gero
Chairman
AEA Texas Council


/lw



P-310-1r

EXECUTIVE SECRETARIAT
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Remarks

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 Executive Secretary1 Oct 87
Date

3637 (10-81)

The Deputy Director of Central Intelligence

Washington, D.C. 20505

ER --

I mailed (directly) the original with the
enclosure to (PAO).

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But please go ahead and process appropriately.

Thanks

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Young Presidents Organization

ER 4448X-87

**Dallas Chapter
1987-88****September 18, 1987****Chapter Chairman**

R. Ted Enloe, III
Lomas & Nettleton Financial Corporation
P.O. Box 655644
Dallas, Texas 75265
214/746-7200

Education Chairman

N. S. (Mike) Waterman, Jr.
The Waterman Group, Inc.
1227 Union Bank & Trust Tower
Dallas, Texas 75225
214/361-5000

Membership Chairman

Fulton Murray
Murray Financial Corporation
P.O. Box 809039
Dallas, Texas 75380-9039
214/851-6501

Presidents' Forum Chairman

Lyda Hill
Seven Falls Company
5000 Thanksgiving Tower
Dallas, Texas 75201
214/922-1000

Treasurer

M. G. Herring, Jr.
Herring Marathon Group, Inc.
13355 Noel Road, Suite 1200
Dallas, Texas 75240-6614
214/458-1200

Secretary

Robert K. Hoffman
The Coca-Cola Bottling Group (Southwest), Inc.
Suite 3300, 1999 Bryan Street
Dallas, Texas 75201
214/969-1910

Chapter Hostess

Nancy Shamburger (Mrs. C. Douglas)
Shamburger Building Centers
1230 One Energy Square
Dallas, Texas 75206
214/691-6155

Chapter Development

Robert P. (Bob) Buford
Buford Television, Inc.
P.O. Box 9090
Tyler, Texas 75711
214/561-4411

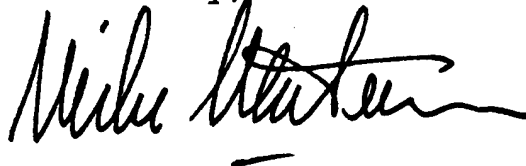
Mr. Robert Gates
Deputy Director for Intelligence
Central Intelligence Agency
Room 7E44 Headquarters
Washington, D. C. 20508

Dear Mr. Gates:

I want to thank you for agreeing to speak to the Dallas Chapter of the Young Presidents' Organization on Tuesday evening, January 19, 1988. To give you a better idea of your audience, I have enclosed a copy of our 1987-88 roster which lists all of our members as well as a brief description of each of our monthly programs.

With respect to logistics and timing, the meeting is scheduled to begin at half-past six o'clock at Southwestern Bell's headquarters building. As Ray Hunt outlined in his letter to you of June 18th, the meeting opens with a few minutes of general chapter business, followed by your presentation. Most speakers use about 45 minutes for their presentation and subsequent Q & A, but you can of course set your own schedule in this regard. At the end of your presentation, we will have cocktails and then dinner, at which you (and Mrs. Gates, if she is able to come with you) will be our honored guests.

Ray will be in touch with you as the date approaches to determine your travel arrangements and to see what type of visual aids or special equipment you might need. In the meantime, please know how much our members are looking forward to meeting with you in January.

Sincerely,


Mike Waterman
Education Chairman

MW/cb
Enclosure

cc: Mr. Ray L. Hunt

Young Presidents'
Organization, Inc.
Better Presidents
Through Education
and Idea Exchange

P-310-15

The Deputy Director of Central Intelligence

Washington, D.C. 20505

ER 87-2540 /1

1 July 1987

TO:

Public Affairs Office

STAT

Attached is a request for Bob Gates to speak before the Dallas Chapter of YPOs to be hosted by Ray Hunt. Mr. Gates has accepted the invitation for the evening portion and I have mailed a photo and bio of Mr. Gates as they requested. I also informed them that he would like to keep the luncheon portion of the invitation open at this point and that Mrs. Gates would not be attending.

[redacted] -- please work closely with me on this one. Mr. Gates is very sensitive about this contact so we need to proceed carefully.

STAT

Thanks

cc: D/PAO

STAT



P-310-1R

ER 87-2540x

RAY L. HUNT
2900 INTERFIRST ONE BUILDING
DALLAS, TEXAS 75202

June 18, 1987

Mr. Robert Gates
Deputy Director for Intelligence
Central Intelligence Agency
Room 7E44 Headquarters
Washington, DC 20508

Dear Bob:

I enjoyed very much our breakfast yesterday and our subsequent telephone conversation at the end of the day.

Several weeks ago, I visited with the person in charge of next year's programs for the Dallas Chapter of YPO and mentioned the fact that you might be willing to address our group. When I returned to my office this afternoon, I had a call on my desk from him. He suggested that January would be an optimum month and based upon our discussion, I would like for us to lock in on Tuesday, January 19 (realizing, of course, that any commitment that far in advance is subject to cancellation in the event some unforeseen emergency arises.)

Bob, the Dallas Chapter of YPO meets once a month and hopefully, we will have 100 - 115 members in attendance. The programs normally begin around 6:30 PM with a variety of chapter "housekeeping" announcements with the speaker assuming the podium around 7:00 PM. I personally would suggest a schedule of approximately 15 - 20 minutes of prepared comments followed by 20 - 30 minutes of Q&A. At the conclusion of the Q&A session, there will typically be a 30 minute cocktail reception followed by a very nice dinner. Spouses are invited to all YPO functions and we would enjoy very much your wife joining us if at all possible. I do not know what the etiquette is with respect to paying expenses but the Dallas Chapter will be very pleased to reimburse you and your wife for travel and hotel expenses if that would be permissible.

I will be the person responsible for your "non-governmental" care and safekeeping (which in plain English means that I will be a combination chauffeur-valet for the duration of your stay.) If you would be at all interested in having more than one function, it would be very easy for me to schedule a luncheon on the 19th with an entirely different group of people representing a segment of Dallas leadership that would be somewhat older than those with whom you would meet at the YPO function that evening.

June 18, 1987

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Obviously, Bob, there will be a lot of details that we will need to work out between now and January but if you (and hopefully your wife) can put January 19 on your calendar, we can coordinate with one another 3 or 4 weeks ahead of time as to the specific details.

Again, Bob, I am extremely pleased that you will be able to come and speak to the Dallas Chapter of YPO. It is considered one of the strongest YPO chapters in the country and I know that all of its members will enjoy very much your address and comments.

Please do not hesitate to give me a call if you have any questions with respect to the above.

Sincerely,



Ray L. Hunt

RLH/dd

cc: Mike Waterman
Ted Enloe